

IMI for building products, heat exchange, fluid power, general engineering...

FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT Thursday January 4 1979 \*\*\*15p

M FLAKE & NODULAR IRON CASTINGS MEEHANITE

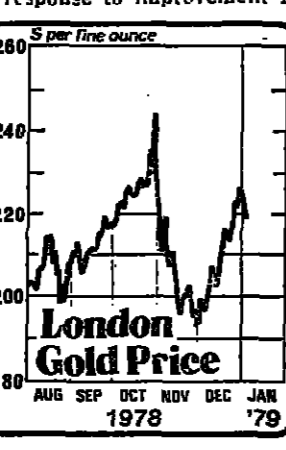
NEWS SUMMARY

Vaccine report attacks DHSS

Union leader Clive Jenkins has leaked the Government's report on the Birmingham smallpox outbreak...

Equities up 6.9; Gold falls \$6

EQUITIES staged their biggest single-day advance since mid-November...



Industry hit as lorry drivers begin strike

BY NICK GARNETT, LABOUR STAFF

MANUFACTURING and service industries were facing major distribution difficulties yesterday as striking lorry drivers began widespread picketing...

Greengrocery prices soar

VEGETABLE prices have doubled—and in some cases trebled—in the past few days because of the effects of frozen fields, blocked roads and the threat of the lorry drivers' strike...

Peak predicted in industrial capital outlay

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

CAPITAL SPENDING by manufacturing industry should continue to rise in real terms for at least part of this year...

Table showing Industry's Capital Investment (in £m, at 1975 prices) from 1970 to 1979, including Manufacturing and services.

Military chief shot dead in Madrid

The military governor of Madrid died in hospital after being shot outside his home...

Haig resigns General Alexander Haig is to step down as Chief of Staff...

Cambodia push Vietnamese troops, pushing deeper into Cambodia...

Back on the air Yorkshire Television was back on the air last night following a 17-day strike...

Drugs haul up The street value of drugs seized by the British Customs and Excise last year was £22.3m...

Tanker on tow The crippled Greek tanker Andros Patria was being towed towards Portuguese waters...

Briefly... The Queen and Prince Philip have called off their visit to Iran next month on the advice of the Shah...

Table of Chief Price Changes Yesterday, listing items like Treasury, Ash Spinning, Beecham, etc.

Accounting firms discuss forming international group

BY MICHAEL LAFFERTY

DISCUSSIONS which could lead to the formation of one of the five largest accounting groups in the world are taking place in Europe and North America...

Lintock and the other member firms of the present McLintock Main Lafrantz international grouping became possible when Karoll Wirtschaftsprüfung...

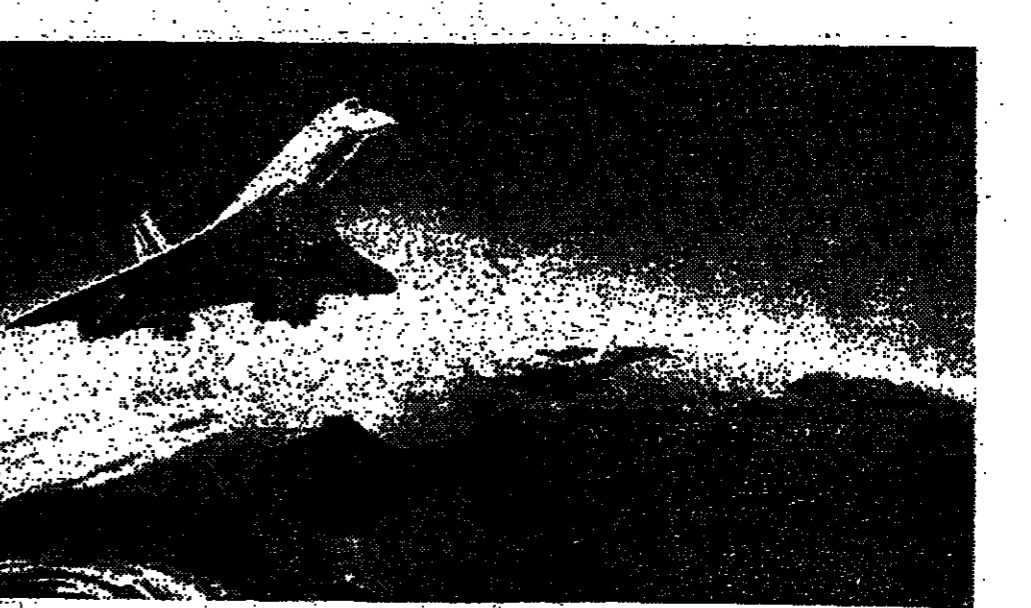
Norcros plans £28m takeover

BY ANDREW TAYLOR

NORCROS, the diversified industrial group which owns Hygena furniture, announced plans yesterday for a £28m takeover of H and R Johnson-Richards...

factory it would offer five of its shares plus £3.80 for every six Johnson-Richards shares...

L'Entente Concordiale



If you're jaded by the problems and tedium of international travel, experience Air France Concorde. Our service started with one of the world's most glamorous cities: Rio...

AIR FRANCE The best of France to all the world.

CONTENTS OF TODAY'S ISSUE

Table of contents listing various sections like European news, American news, Technical page, etc.

EUROPEAN NEWS

Steel talks resume as IG-Metall halts more plants

BY ADRIAN DICKS IN BONN
WEST GERMAN steel employers and leaders of IG-METALL, the steelworkers' union, resumed formal negotiations yesterday...



Gen. Haig resigns NATO command

Giles Merritt in Brussels
GENERAL Alexander Haig, Supreme Commander of the Allied Forces in Europe, is to resign from his top NATO position on June 30...

Bonn government an unwilling industrialist

BY GUY HAWTIN IN FRANKFURT

FEW GOVERNMENTS in Europe are so fundamentally opposed to the concept of nationalisation as the Federal German Government. In this matter, the ruling Social Democrats see eye-to-eye with both their Free Democratic coalition partners and the Christian Democratic opposition.

Kreditanstalt fuer Wiederaufbau, the banking operation set up to provide finance for West Germany's post-war reconstruction.

Crippled tanker heading for Portuguese waters

BY ROBERT GRAHAM IN MADRID
THE CRIPPLED Greek super-tanker, Andros Patria, with its cargo of 208,000 tonnes of crude oil, was being towed by two tugs towards Portuguese waters last night.

Spain and vatican in new accord

BY ROBERT GRAHAM IN MADRID
SPANAIN was due yesterday to initiate a new era of relations with the vatican with the signature in Rome of four agreements which replace the concordat of 1953.

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Cold wave brings disruption to East European economies

BY LESLIE COLLITT IN BERLIN

THE ECONOMIES OF Eastern Europe are being seriously disrupted by heavy snow. Electricity and gas production is worst affected, and industry throughout the region is receiving below-normal supplies of power.

Czechoslovakia is used to produce-nearly all electricity, as well as household gas, steam for central heating and briquettes to heat individual ovens.

now has to be pried loose from railway cars with jets of hot steam, or blasted out. Banks of jet engines are also used in the thawing sheds of power stations to break apart the frozen lignite.

Cautious French attitude to policing the Channel

BY TERRY DODSWORTH IN PARIS
M. JOEL LE TREULE, the French Minister of Transport, warned yesterday that it may take several years to work out adequate policing methods for shipping in the Channel.

Cost of pollution control to rise

BY DAVID FISHLICK, SCIENCE EDITOR

BY 1985 it will be costing European countries an additional \$1.55bn-\$1.5bn to operate pollution control measures in order to maintain present levels of atmospheric emissions of sulphur from the burning of fossil fuels, according to an OECD study.

Cost of pollution control to rise

BY DAVID FISHLICK, SCIENCE EDITOR

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fuel supply proposes that a 'standstill' policy on sulphur emissions could be implemented by 1985 by taking three courses of action.

power plants having fuel gas desulphurisation, or else to reduce the sulphur content of the oil to 0.5 per cent.

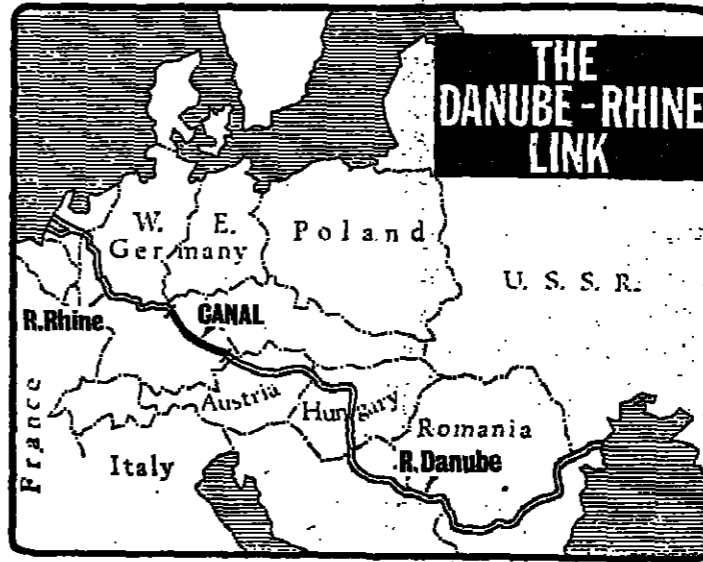
RHINE-MAIN-DANUBE WATERWAY

The last 50 miles of Charlemagne's ditch

BY FABIAN ACKER

HEIGH UP in the hills south-east of Nuernberg, workers are finishing the latest section of a European canal which will eventually connect Rotterdam, on the North Sea, to the Black Sea.

To complete them, a series of pumps are to be installed, or are in the process of being installed, at various locks on the Danube side of the hills.



which uses that part of the system which will be charged.

Traffic on those sections of the rivers which are to be linked by the canals has already increased, mainly as a result of widening, deepening and water control.

The idea of linking the Rhine-Main river system to the Danube was suggested by Charlemagne. Even after Ludwig I of Bavaria dug the first canal to join them in the 19th century, the project was commonly known as Charlemagne's ditch.

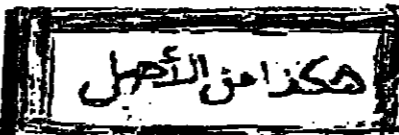
The Danube has a fairly healthy flow, but on the Main sometimes the rate drops so low that agriculture in the area is put in jeopardy.

Much of the energy that is consumed in pumping will be recovered eventually, although nobody is quite sure just how much it will be.

Another four stations are planned or are under construction, and they will add an eventual 400m KWh a year.

Advertisement for Jesup & Lamont Holding Co., Inc., including company logo and text about AGP Corporation acquisition.

Advertisement for 'The Danube-Rhine Link' featuring a map and detailed project information.



Step forward for UN's Namibia settlement plan

BY OUR UNITED NATIONS CORRESPONDENT IN NEW YORK

EFFORTS TO bring Namibia to independence on terms acceptable to the United Nations moved a step forward yesterday and the threat of sanctions against South Africa receded. Acknowledging the South African Government's agreement to United Nations supervised elections...

S. Africa Press code talks

BY OUR JOHANNESBURG CORRESPONDENT

THE EDITORS of all the major newspapers in South Africa are to attend a special meeting later this month to work out their response to a range of tough Government demands for greater caution and accountability in the Press here.

Egypt ready for new peace bid

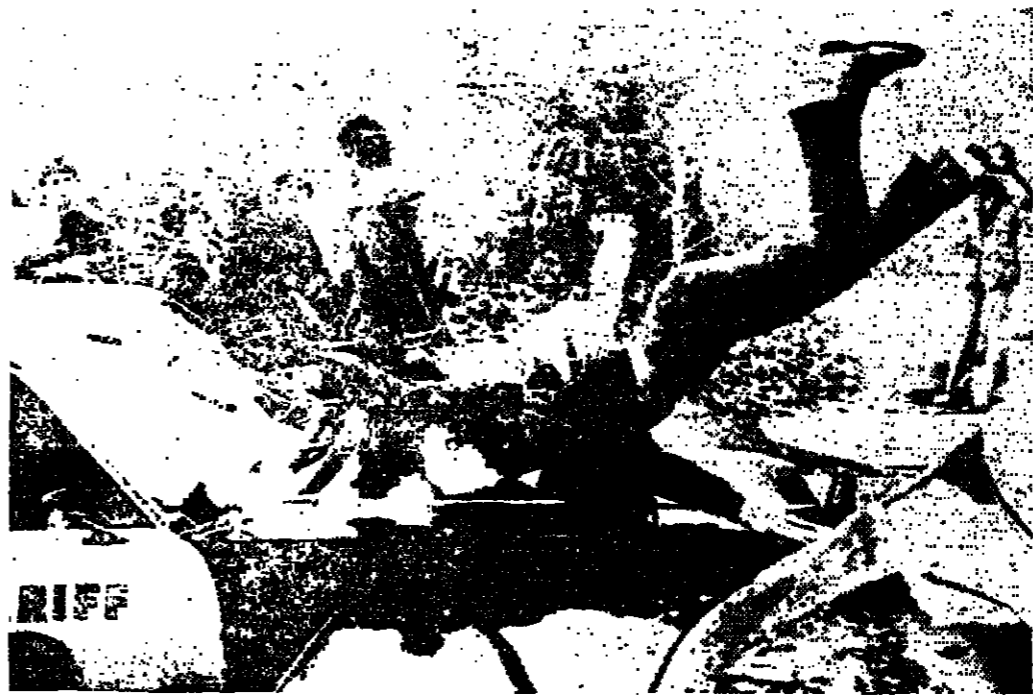
BY ROGER MATTHEWS IN CAIRO

EGYPT IS ready to resume efforts to reach a peace treaty with Israel, Prime Minister Mustapha Khalil said yesterday after a five-hour Cabinet meeting. A letter would be sent to Mr. Cyrus Vance, the U.S. Secretary of State, within the next two days spelling out Egypt's position.

Problems of peace for Iraq and Syria

By Ihsan Hijazi in Beirut

IRAQ AND SYRIA resumed talks this week in an attempt to fulfil their declared intention of establishing a unified and solid eastern front against Israel. A joint committee met in Baghdad to discuss co-operation between the two neighbouring Arab States...



Anti-Shah riot in California

LOS ANGELES — Two hundred police with rifles and revolvers drawn last night battled hundreds of Iranian anti-Shah demonstrators (left) at a mansion where the Shah's mother is staying. The demonstrators, chanting "Death to the Shah," set fire to bushes. They then overturned a car and set it ablaze. Thirty demonstrators were injured.

Emirates may face petrol shortage

BY KATHLEEN BISHAWI IN DUBAI

THE United Arab Emirates may face a shortage of petroleum supplies if the political situation in Iran deteriorates further. Just 20 miles offshore, Dubai is pumping over 330,000 barrels per day of crude oil from the sea...

acquire refined oil products and lubricants in a market which is rapidly becoming starved of supplies because of the Iranian shortfall. Abu Dhabi is in a better position than Dubai. Its local fuel needs are eased by the Umm al-Qurayn refinery...

official stressed the need for "caution" in the future. "Our local needs here in the UAE are being looked after by our supply co-ordinating centre in our London office, which is, of course apportioning supplies according to need. But if the situation in Iran goes on, then we may have to restrict sales to our customers."

Saudis raise oil output

BY JAMES BUCHAN IN JEDDAH

THE SHUTDOWN in Iranian crude oil exports and the bout of cold weather in Europe is believed to have allowed Saudi Arabia to maintain production at its peak Christmas average of over 10.5 million barrels a day—the highest level since the start of the financial year in June.

that Saudi Arabia expresses for the present regime in Iran. It is likely that Saudi Arabia is also supplying Iran with oil products. Sheikh Ahmad Zaki Yamani, the Saudi Oil Minister, said at the OPEC pricing meeting in mid-December that the Iranian crisis would not affect either Saudi Arabia's 3.5m b/d annual production or its 63-35 ratio of Arabian light to other crudes.

Kuwait rebuffs consortium

BY LESLIE MITCHELL IN KUWAIT

KUWAIT has refused so far to raise its crude oil production to supply members of the Iran consortium and has been unable to sell refined products to Iran because of previous commitments. According to an Oil Ministry official, streams of visitors have called at the office of Sheikh Ali Khalifa al-Sabah, Kuwait's Oil Minister, to ask for extra crude, but to no avail.

Representatives of the Iranian Government are reported to have visited several Gulf countries seeking supplies of refined products to meet internal needs. According to an official at the Kuwait National Petroleum Company, the company that markets Kuwaiti refined products, Kuwait has been unable to help Iran because it has already committed its products to Iran's predicament.

New Issue January 4, 1979

This advertisement appears as a matter of record only

Nordiska Investeringssbanken (Nordic Investment Bank)



DM 60,000,000 6 1/2% Deutsche Mark Bonds of 1979/1986

Offering Price: 95% Interest: 6 1/2% p.a., payable annually on January 1 of each year

- List of participating banks: Deutsche Bank, Berliner Handels- und Frankfurter Bank, Credit Suisse First Boston, Westdeutsche Landesbank Girozentrale, etc.

NOTICE OF REDEMPTION To the Holders of ENTE NAZIONALE IDROCARBURI

ENTE NAZIONALE IDROCARBURI E. N. I. (National Hydrocarbons Authority) 6% Sinking Fund Debentures due February 1, 1981. NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Sinking Fund for the Debentures of the above-described issue...

Table with columns for Debenture serial numbers and their corresponding values for redemption.

When the party divided, Syrian Ba'athists dismissed their Iraq opposite numbers as "counter-revolutionaries." The Iraqis insisted they had party "legitimacy" on their side. This is because Mr. Michel Aflak, the Party founder, is the secretary-general of the Baghdad-based faction. The 64-year-old Mr. Aflak, himself a Syrian, founded the Ba'ath Party 31 years ago. A younger generation of Ba'athists ousted him and other veteran party leaders in a military coup in Damascus 12 years ago.

Arab diplomatic sources believe the two countries have no alternative but to stand by each other. With Egypt going it alone in treaty with Israel, Syria has lost its traditional Arab ally not only against Israel but against its own Arab opponents. Iraq, as the strongest Arab military force after Egypt, is the only power which can provide Syria with the support it needs in the confrontation with the Jewish State.

Meanwhile, reports yesterday in the Lebanese Press said major Government changes in Syria are imminent, involving the Ministry of Defence and the army chiefs of staff. A Cabinet of technocrats is expected to replace the present Government of Prime Minister Mohammed Ali Al Halabi, the newspapers said.

- Continuation of bank list from the Nordiska Investeringssbanken advertisement, including names like R. Henriques jr. Bank-Aktieselskabet, Kredietbank N.V., etc.



# CITROËN CX. IT GOES FROM £5098 TO £9590 DEPENDING ON WHERE YOU WANT TO STOP

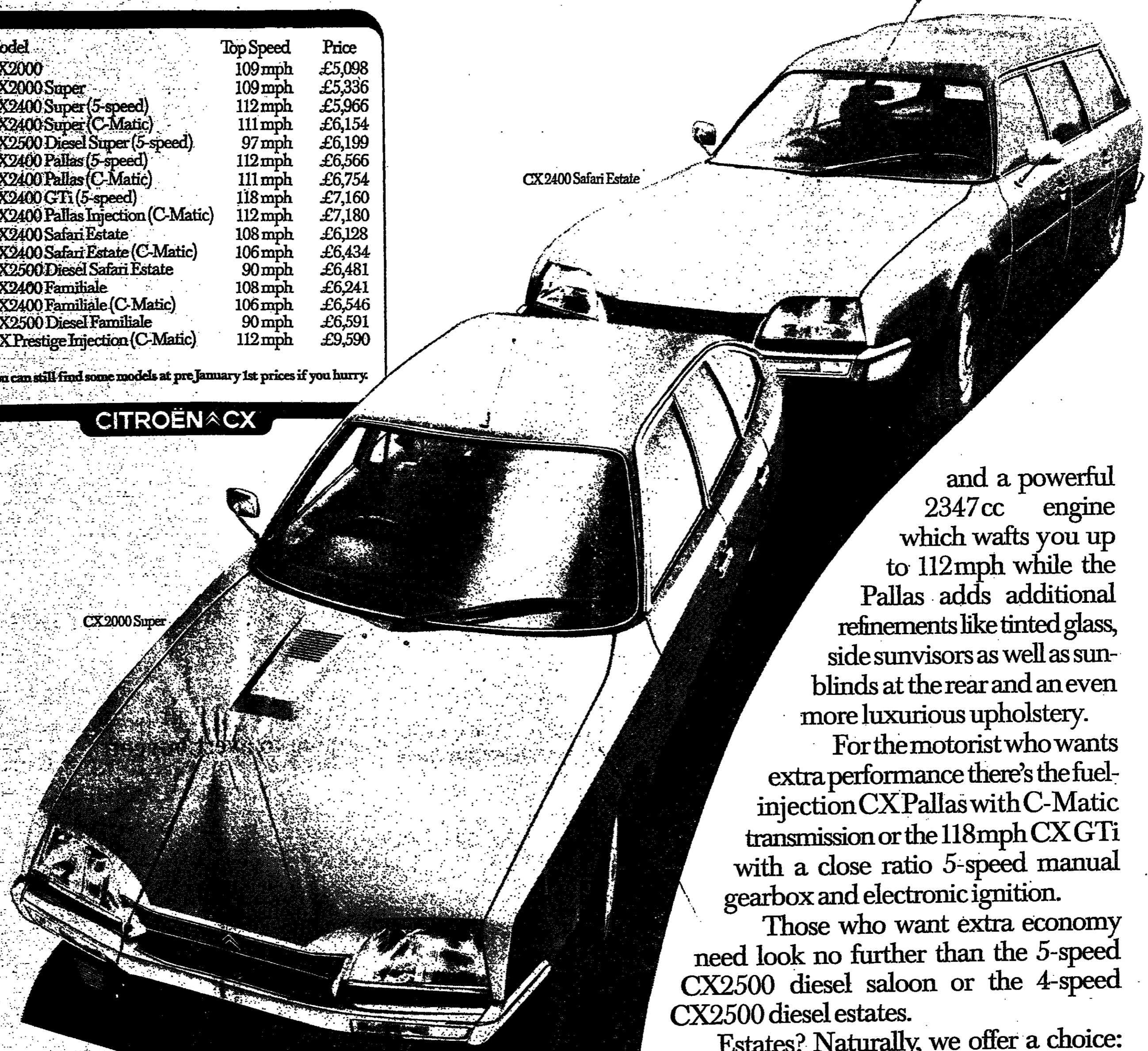
Model	Top Speed	Price
CX2000	109mph	£5,098
CX2000 Super	109mph	£5,336
CX2400 Super (5-speed)	112mph	£5,966
CX2400 Super (C-Matic)	111mph	£6,154
CX2500 Diesel Super (5-speed)	97mph	£6,199
CX2400 Pallas (5-speed)	112mph	£6,566
CX2400 Pallas (C-Matic)	111mph	£6,754
CX2400 GTi (5-speed)	118mph	£7,160
CX2400 Pallas Injection (C-Matic)	112mph	£7,180
CX2400 Safari Estate	108mph	£6,128
CX2400 Safari Estate (C-Matic)	106mph	£6,434
CX2500 Diesel Safari Estate	90mph	£6,481
CX2400 Familiale	108mph	£6,241
CX2400 Familiale (C-Matic)	106mph	£6,546
CX2500 Diesel Familiale	90mph	£6,591
CX Prestige Injection (C-Matic)	112mph	£9,590

You can still find some models at pre-January 1st prices if you hurry.

CITROËN CX

CX 2400 Safari Estate

CX 2000 Super



and a powerful 2347cc engine which wafts you up to 112mph while the Pallas adds additional refinements like tinted glass, side sunvisors as well as sunblinds at the rear and an even more luxurious upholstery.

For the motorist who wants extra performance there's the fuel-injection CX Pallas with C-Matic transmission or the 118mph CX GTi with a close ratio 5-speed manual gearbox and electronic ignition.

Those who want extra economy need look no further than the 5-speed CX2500 diesel saloon or the 4-speed CX2500 diesel estates.

Estates? Naturally, we offer a choice: petrol-engined or diesel, people-carrying or load-carrying. The CX Familiale transports eight passengers plus a generous amount of luggage in style and remarkable comfort. The CX Safari has an impressive 41 cu ft of load space which expands to a cavernous 75.2 cu ft when the rear seat is folded down.

That leaves the Prestige—the ultimate CX. With a longer wheelbase, vinyl roof, air-conditioning, electrically-operated windows all round, four stereo speakers, even foot-rests for the rear passengers, and many other features, it's probably the most lavishly-appointed saloon available at its price.

Abundantly clear from all that's gone before is that, wherever along the price scale you come to a stop, the CX offers you a lot of car for your money. And from that point on, it's up to you to decide.

All our cars are on the table.

As you might expect, a price difference of £4,500 makes quite a difference to what you get in a car.

What you might not expect, however, is that at the bottom end of the CX price range you can still enjoy the superb comfort, style and lavish appointments of a luxury limousine.

Take the CX2000 Super, for example. For £5,336, you get not only Citroën's unique hydro-pneumatic suspension, VariPower steering and aerodynamic styling but reclining front seats with adjustable and removable head restraints, electrically operated front windows, town and country airhorns, aerial and twin door speakers, interior pneumatic engine oil-level gauge, 2-speed single-arm front windscreen wiper with intermittent wipe.

The CX2400 gives you a 5-speed gearbox

Price includes car tax, VAT and inertia reel seat belts, but excludes number plates. Delivery charge £76 (inc. VAT). Price correct at time of going to press. All Citroën cars have a 12 months unlimited mileage guarantee. Please enquire about our Personal Export, H.M. Forces and Diplomatic schemes and Preferential Finance scheme. Check the Yellow Pages for the name and address of your nearest dealer. Citroën Cars Ltd., Mill Street, Slough SL2 5DE. Tel: Slough 23808.



North Sea output reaches new peak

BY KEVIN DOME, ENERGY CORRESPONDENT

UK OIL production from the North Sea totalled more than 5m tonnes in November for the first time...

Ford repeats triple sales lead in 1978

BY LISA WOOD

FORD managed to repeat its triple sales lead in cars, commercial vehicles and tractors in 1978...

New Chrysler chairman 'staying at least 5 years'

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

MR GEORGE TURNBULL, who was appointed chairman of Chrysler UK, yesterday said later that he intended to stay with the company for a minimum of five years...

Prior warns Tories - tough action on unions can rebound

BY IVOR OWEN

CALLS BY Tory hardliners for tough action to check abuses of trade union power could prove counterproductive, Mr. James Prior, the Shadow Employment Minister, warned yesterday...

Renault expects 5% of UK car sales

By Our Motor Industry Correspondent

RENAULT, THE State-owned French group, expects to take a 5 per cent share of the UK passenger car market this year...

'Yes to Welsh Assembly' campaign launched

BY ROBIN REEVES, WELSH CORRESPONDENT

THE CAMPAIGN to secure a 'yes' vote for the Welsh Assembly in the St. David's Day referendum was launched formally in Cardiff yesterday...

Innos chief seeks freedom from political pressures

BY CHRISTIAN TYLER

AN INDIRECT plea to be left free of political pressures was made yesterday by Mr. Iann Barron, strategic director of the UK-based micro-electronics company, Innos...

ASTMS BLAMES DEATH ON 'LACK OF COMMUNICATION'

BY CHRISTIAN TYLER, LABOUR STAFF

A "STAGGERING lack of communications" between health authorities, including the World Health Organisation, contributed to the recent Birmingham University smallpox outbreak and the death of Mrs. Janet Parker...

Inter-union conflict over insurance staff spreads

BY NICK GARNETT, LABOUR STAFF

THE FEUDING between TUC-affiliated unions in the insurance world worsened significantly yesterday when the National Union of Bank Employees announced that it was negotiating merger terms with the staff union at Phoenix Assurance...

Talks hope in papers dispute

By Alan Pike, Labour Correspondent

THE FIRST of a series of meetings which could lead to a break in the deadlock in the pay strike by provincial journalists, now in its fifth week, will take place in London today...

Employers 'not keen' on taking over-50s

BY ALAN PIKE, LABOUR CORRESPONDENT

A STRONG resistance to taking on people more than 50 years old is revealed in a survey by the Employment Department's Unit for Manpower Studies...

Tyne dockers' strike stops Norway cargo

FINANCIAL TIMES REPORTER

DOCKERS employed by the Port of Tyne Authority on the key roll-on/roll-off installations at Albert Edward Docks were on strike over a dispute about manning levels yesterday...

Jenkins releases smallpox report

BY CHRISTIAN TYLER, LABOUR STAFF

Public interest warranted immediate and full publication of Professor Shooter's findings, many further worrying discoveries, Mr. Jenkins said, were not mentioned in the report...



Mr. Clive Jenkins

Advertisement for Italian Knitwear Market Exhibition at Palazzo degli Affari, Piazza Adua, 3-6 February 1979.

Advertisement for 'More paying top income tax rate' and 'Investment'.

## OPERATIONS AUDIT MANAGER

London EC2

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The principal division of US based major international group trading in high value commodities, our client is highly profitable. European turnover is in excess of \$3,000 million. Applicants (male or female) should be senior manager level qualified accountants from the profession or industry. Please telephone or write to Stephen Blaney, B.Comm., ACA, quoting reference I/1780.

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Bume House, 88/89 High Holborn, London, WC1V 6LR  
Telephone: 01-242 7773

## Group Accountant International Banking

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Standard Chartered BANK LIMITED

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Applicants, aged 35-45, should be qualified bankers or accountants with broad inspection, banking or bank audit experience. Please telephone or write to David Hogg, A.C.A., quoting reference I/1789.

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## Development Capital for Industry

### Business and financial appraisal

Two senior executives are required for a substantial development capital organisation with a growing reputation for entrepreneurial flair in developing investment packages to suit the needs of industry.

Candidates for the first post, age from the middle 30's, should have general management experience and preferably a professional engineering qualification and background. The primary task is to identify and develop a portfolio of investments in manufacturing industry. This will lead to on-going relationships with client companies in order to help them exploit their potential for profitable investment, and there will be some in-depth project appraisal work.

The second post calls for a qualified accountant from the early 30's with investigation experience in a top professional firm, preferably backed by industrial experience. The primary task will be in-depth appraisal and evaluation of potential investments and the formulation of suitable financial packages. Responsibilities also include the development of contacts with professional firms and some financial monitoring of investments.

Both appointments demand the ability to analyse and evaluate investment propositions in succinct written reports and to tight deadlines.

Location Manchester with travelling throughout the North West. Salary about £10,000 to £12,000 plus usual benefits.

Secondment would be considered for the second post and, in exceptional circumstances, for the first.

Please send career details - in confidence - to D. A. Ravenscroft ref. B.25475.

These appointments are open to men and women.

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France Germany Holland Ireland Italy  
New Zealand South Africa South America  
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International Management Consultants  
Management Selection Limited  
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We require a manager to be responsible for the financial control function of the Bank, reporting to the General Manager, Financial Control and Data Processing Division.

Applicants must be between 30 and 45 years of age, and be chartered accountants, preferably graduates, with at least four years' experience at a senior level in the accounting function of a bank. They must also be experienced in a computer-based accounting system.

We offer an excellent salary with the normal fringe benefits appropriate to a manager's appointment in an international bank.

Applications with detailed C.V. should be sent to:-

H. E. Child, M.B.E.,  
Personnel Manager,  
Scandinavian Bank Ltd.,  
36, Leadenhall Street,  
London EC3A 1BH.

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Responsible to the Management Board of the Government Funding Scheme for the successful technical and financial operation of the Scheme. He will be required to compile a brief report for the Funding Scheme Management Board on the financial/accounting situation of the funding scheme on an up to date basis. Applicants should have a business management qualification and several years experience managing heavy and light equipment as well as training and experience in management accounting workshops.

Appointment 2 years. Salary (UK taxable) according to qualifications and experience plus tax free overseas allowance in range £1495 p.a.-£3735 p.a. (Ref. 328D.)

The post is wholly financed by the British Government under Britain's programme of aid to the developing countries. In addition to basic salary and overseas allowances other benefits normally include paid leave, free family passages, children's education allowances and holiday visits, free accommodation and medical attention. Applicants should be citizens of the United Kingdom.

For full details and application form please apply, quoting reference stating post concerned, and giving details of age, qualifications and experience to:



Appointments Officer,  
MINISTRY OF OVERSEAS DEVELOPMENT,  
Room 301, Eland House,  
Stag Place, London SW1E 5DH.

HELPING NATIONS HELP THEMSELVES

## CHIEF FINANCIAL EXECUTIVE

New Zealand

c. NZ\$25,000

The Union International Company Limited requires a Chief Financial Executive for its New Zealand subsidiary W. & R. Fletcher Limited which is one of that country's largest Groups with three major Meat Works and a large export market. The position is based at the Group Head Office in Wellington.

The Chief Financial Executive reports to the New Zealand Group General Manager and is responsible for all financial administration and secretarial matters.

Applicants who will probably be aged around 40 must hold a recognised accountancy qualification. The prime requirement is the proven ability to negotiate with Government Departments, Revenue Authorities and Finance Houses. The successful candidate is likely to have had experience in manufacturing with complete financial responsibility. The remuneration package will include a car, pension scheme and relocation expenses.



Please write for full details and application form to:  
The Staff Manager, (A.D.C. 16),  
The Union International Co. Ltd.,  
14 West Smithfield,  
London EC1A 9YN.  
or telephone Miss Shepherd on 01-248 1212 Ext. 3079

## OPERATIONS / FINANCIAL INVESTIGATIONS

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Emoluments to £8,750+ Car

Our client is a major British group with ambitious plans for further development.

In order to strengthen a recently established team, the group now seeks to recruit a recently qualified accountant. The successful candidate will have responsibility for conducting high level investigations and operational reviews both in the U.K. and overseas.

Candidates should possess a critical faculty, a strong personality and probably be in their mid 20's. They should have had exposure to advanced accounting and reporting systems, and could be in either practice or industry.

For further information and an application form contact Nigel V. Smith, A.C.A., or Peter Dawson, quoting reference 2334.

Commercial/Industrial Division

Douglas Lambias Associates Ltd.  
Accountancy & Management Recruitment Consultants,  
410 Strand, London WC2R 0NS. Tel: 01-436 9501  
121 St Vincent Street, Glasgow G2 5HW. Tel: 041-226 3101  
3, Coates Place, Edinburgh EH3 7AA. Tel: 031-225 7744



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Applications will be forwarded to our client. Please indicate any firms to whom you do not wish to apply. Please send a curriculum vitae, quoting ref. 959, to:

W. L. Tait,  
Touche Ross and Co.,  
Management Consultants,  
4, London Wall Buildings,  
London, EC2M 5UJ.  
Tel: 01-588 6644.



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The Manufacturers Life Insurance Company of Canada is one of the world's leading life insurance companies with assets in excess of £1,500M.

We wish to recruit a Fund Manager to work in London at our International Investment Office which manages some £175M. on a world-wide basis. The job will involve managing the equity part of U.K. life funds and an authorised unit trust.

Candidates should have at least four years experience in investment and should have managed institutional investment funds. A competitive salary and fringe benefits will be offered commensurate with proven experience and ability.

Please write to or telephone:

J.B. Mounsey, Investment Manager,  
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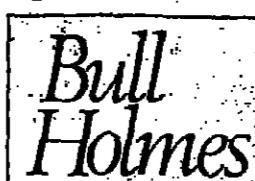
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LOMBARD

Converging on the EMS

BY PETER RIDDELL

THE SUPPORTERS of the new European Monetary System have had a hard time in the past two or three weeks and there has been more than a little gloating and self-satisfaction in London about the interminable birth-pangs. But, whenever the EMS finally starts, the test of its long-term durability and success will be nothing to do with the current row over farm subsidies but will depend on a convergence of inflation rates at as low a level as possible.

This topic was recently discussed in detail by the Economic and Financial Directorate of the EEC Commission in the first issue of what looks like being a useful new publication entitled "European Economy". Ironically, the report provides little comfort for the advocates of EMS and some further, though not decisive, support for the sceptics.

More closely

The starting point is the view that "both economic policies and performance must converge more closely if the EEC is to make progress towards economic and monetary integration, and in particular to introduce a successful EMS in the near future." The basic condition is a narrowing of inflation differentials.

No EEC country had an average inflation rate from 1958 to 1967 which was substantially different—more than 2½ percentage points—from the Community average. Only one country was out of time between 1968 and 1973, but in 1974 there were six countries and no less than seven between 1975 and 1977. There were still four countries with substantially different rates last year.

But this may not be the best guide since the core of the exchange rate mechanism—the parity grid—depends not on relationships with an average but on each currency with each other. This involves keeping up with the best performers. The most suitable yardstick here may be the inflation rate in what the report coyly calls the most stable member state, or West Germany as it is perhaps more commonly known.

On this basis average inflation rates from 1958 to 1973 were

nowhere substantially divergent—more than 5 percentage points apart—from the average rate of the country whose prices were most stable (West Germany from the mid-1960s onwards). In 1974 six countries had inflation rates substantially divergent from that of the most stable state, but by 1978 the number had fallen to three (Denmark, France and Italy).

Two-fold

The EEC report does not forecast inflation rates but the recent OECD Economic Outlook suggests that there may only be limited further convergence this year. The average rate of consumer price inflation is expected to slacken from 7½ to 6½ per cent between 1978 and 1979. But the highest rate, in Italy, is only expected to come down from 12 to 10½ per cent between the two years and virtually no change is expected in the West German rate at around 2½ per cent. This makes a 6 per cent margin with other currencies easy to appreciate.

The EEC review also discusses differences in income and output between the countries and outlines a two-fold measure of convergence combining inflation and growth rates. The overall picture shows an appreciable recovery since the rapid deterioration of the early 1970s, but a distinctly less favourable overall position in 1978 than a decade ago.

None of this is, of course, conclusive and there are plenty of other pressures on exchange rates, notably relative monetary growth and short-term capital flows. Moreover, the immediate fate of EMS may depend more on the dollar than on anything else. But the limited degree of convergence of inflation rates provides a useful proxy for the long-term pressures pushing apart any structure of closely-linked currencies. So if the governments of Europe really want to make EMS a lasting success, they will quickly have to produce monetary and fiscal policies which are consistent with convergent inflation rates.

"European Economy," No. 1, Commission of the European Communities, price £16.00 for three issues per year.

Employment agencies and the Community

THE FREEDOM of anyone properly established in an EEC country to provide services throughout the Community, might be greatly enhanced by two law cases, (nos. 110/78 and 111/78), now being considered by the European Court.

That would be so particularly if the Court adopted the opinion of Mr. Advocate General Jean-Pierre Warner. He has argued that the main question raised by these cases concerns an important principle of the EEC Treaty on "cross-border" services. According to this such services may be restricted only if their providers would otherwise escape from the application of professional rules (justified by the general good) applying to practitioners in the country where the services are to be rendered.

The European Court held in Van Binsbergen (Case 36/74) that this principle was implied in the Treaty. In the same judgment the court ruled that the guarantee of freedom to provide "cross-border" services contained in Article 59 of the Treaty became directly effective with the end of the EEC transitional period. Consequently the directives envisaged in Article 69 lost some of their importance and retained only an auxiliary function, particularly in respect of mutual recognition of professional qualifications.

The two cases now at issue were referred to the court from Belgium and spring from an old feud between French and Belgian theatrical and artistic employment agencies. As these agencies appear to be outside the provisions of the EEC directive on estate agents and other business services (67/24), the court's decision is likely to concern, by implication, other categories excluded from the benefits of this directive, for example journalists, economic, business and employment consultants, and debt collectors.

The ruling proposed by Mr. Warner goes a long way towards the Commission's view. With the exception of certain categories such as transport, banking and insurance, which are subject to special rules, it would allow all those firms and individuals established in one EEC country to provide services in another country, provided that the two countries have equivalent legal safeguards for users, and also provided those cross-border services form only a part and not the mainstay of their activities.

More specifically, Mr. Warner proposed— "Since the end of the transitional period, Articles 59 to 66 of the Treaty have rendered it unlawful for a Member State to impose any restriction on the freedom to provide services in its territory of a private employment agency for persons in the entertainment industry established in another Member State and duly licensed to conduct

business there, if the legislation under which it is so licensed affords to persons, resorting to the agency, safeguards substantially similar to those afforded, in the case of an agency licensed in the former Member State, by the legislation of that State."

The two particular cases before the court also provide a wealth of information about the countries including Denmark and Great Britain have legislation providing for the licensing of private employment agencies and affording substantially similar safeguards to those who use them. There is, for example, virtually no difference between the relevant legislation in Belgium and France—both follow the ILO Convention very

BUSINESS AND THE COURTS

BY A. H. HERMANN, Legal Correspondent

specific problems of employment agencies in EEC countries. Most of the Continental members of the Community are hostile to, or at least suspicious of, private employment agencies operating for profit. All of them, with the exception of Denmark, have ratified the Fee-Charging Employment Agencies Convention (revised) 1949, also known as Convention No. 96 of the International Labour Organisation. This convention, which the UK has not ratified, gives the signatories the choice between either a progressive abolition of fee-charging employment agencies seeking profit or their regulation by a "competent authority."

In fact, with the exception of Northern Ireland, the EEC countries are to a large extent

close. They regulate the profit-seeking agencies and impose on them a number of rather onerous bureaucratic requirements.

Those inclined to believe that bureaucratic interference is not good for business might have second thoughts upon studying the Belgian experience. Restrictive Belgian regulations on the operations of employment agencies, and the price-fixing system which are second nature to Benelux trade associations enabled the employment agencies to charge a 25 per cent fee on contracts arranged with entertainers and other artists. In France the fee charged by such agencies is only 10 per cent and as both countries are to a large extent

William III—the unpopular king

IN CONTRAST to James II, who took little interest in racing and breeding, William III at once became involved in the sport and has founded the Royal stud of Hampton Court.

William, who was not generally liked at the best of times victory enjoyed by any of William's horses was when one beat a horse called Careless, who had been considered invincible. The purse for the match in which they met was £500, and it is recorded that the horse "carried a featherweight" while Careless bore nine stone."

With racing still abandoned because of the weather DOMINIC WIGAN, in this third article, continues his history of the "sport of kings."

A year after this success for William, a strange epidemic struck bloodstock throughout England and, apart from the few horses that did not succumb, those that did recover were of little use for racing afterwards. Eventually, the "bug" reached Great Britain and the racetracks were for the most part apparently immune.

In Queen Anne the country had another sovereign with a strong attachment to racing, and she is probably best remembered on the turf for the race-course that owes its origin to her, Ascot.

It was in the spring of 1711 that Queen Anne, while travelling near Windsor Castle, came upon a stretch of heathland and decided it was ideal for racing. The day after the announcement in the London Gazette stated that Her Majesty's Plate of 100 Guineas would be run for "round the new heat at Ascot Common on Tuesday, August 7th next, by any horse, mare or gelding, being no more than six years old the grass before."

Queen Anne employed the legendary William Gregor as her trainer, a man who had not only trained for King William, but who was later to handle the horses of both George and George II. In an informative book Royal Newmarket, R. C. Lyle tells us that some of Queen Anne's horses ran in Frampton's name, while others ran in her own colours.

At the time of the 1711 race, the turf was in a state of confusion. The turf was in a state of confusion. The turf was in a state of confusion.

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TV Radio programme listings for BBC 1, BBC 2, and BBC 3, including news, sports, and entertainment programs.

F.T. CROSSWORD PUZZLE No. 3362 grid with clues for Across and Down.

ACROSS and DOWN crossword clues, including "Best father on Radio", "Perpetually young hybrid eagles", and "Nervous as a piano may be".

BBC Radio New Wavelengths and RADIO 1/2 listings, including program times and descriptions.

ENTERTAINMENT GUIDE

THEATRES and OPERA & BALLET listings, including venues like Coliseum, Haymarket, and Royal Opera House, with showtimes and descriptions.



THE ARTS

Metropolitan, New York

The season at the Met

by ANDREW PORTER

The Metropolitan Opera's new production of Don Pasquale is not as desirable as its Bartered Bride, but is far from being a success. The piece was composed for the four singers generally reckoned to have the most beautiful voices and most accomplished techniques of their day...



Elena Obraztsova in "Werther"

John Dexter produced. We didn't have bread clowning, and that was welcome. But, instead, we had a great deal of finicky fussification with large mounted butterflies, of which Pasquale was a collector, with a long cigarette-holder hanging from his mouth...

making him one Dexter bowed to the inevitable, since Gedda can suggest Vashek even when he is playing Benvenuto Cellini. Only Hagegard's Malatesta was laid out on sensible lines. The orchestral playing under Nicola Rescigno was loud and heavy.

Werther was revived with Elena Obraztsova as its heroine, Domingo as its hero. She is a loud, domineering singer, and though she made an attempt to fine down for the role, it was not a successful one. Domingo in his new "big" voice sounded Werther's music in full tones, without much delicacy or nuance.

There have been various Traviata casts. Ricciarelli took over the last Desdemona from Scotti. Judith Blegen sang Gilda. Obraztsova sang a Carmen that was said to be crude, and then over the air I heard Crespin and Alfredo Krus take over.

Record Review

A neglected Baroque master

by NICHOLAS KENYON

Zelenka. The Orchestral Works, Capriccios I-V, Sinfonia a 8, Overture a 7, Concerto a 8, Hippocandria a 7, Hollinger, Tuckwell, Ehorst, Routh, van Winkoop, Jacquotet, Camerata Bern, DGG Archiv 2710, 098 (3 records) £14.25.

church music at the Dresden court. Zelenka received the post of "church composer," but this had to be shared with the complete nonentity Tobias Buz.

Some of the dance movements are hypotically colourful, often using elements which can only have come from the Bohemian folk music with which Zelenka grew up. A few have programmatic titles: the fifth Capriccio contains Il Contento, a lilt dance in E minor full of syncopations and accented major sevenths, with a serene trio in the major: Il Furibondo, a scuttering movement for violins with horn fanfares; and a pair of Villanelas, as vigorously inventive as any dance by Bach or Rameau.

music is managed with a very sure touch: folkiness never clashes with baroque gravity, and this element in his work sounds to be in direct line of descent from the early baroque Bohemian masterpieces of Biber and Schmelzler.

Oxford Playhouse

City Delights by GARRY O'CONNOR

That a revue is only as good as its sketch-writers, a comedian as good as the man who thinks up the gags, is such an obvious axiom that one questions why in this Arvill production no effort is directed in the programme to identifying the authors of any of the humorous sketches and musical items (nearly 40 in all).

vice run by an Australian, leaving the office of an evening, strolling up Shaftesbury Avenue, pigeons in Trafalgar Square. There is a reworking of Wordsworth's sonnet, Upon Westminster Bridge ("This city now doth wear a concrete overcoat").

sketches lack punchlines, though some begin well enough. Visual presentation, by means of screens with back-projection, is first-rate. The music is excellent, a five-piece band on stage throughout, each of whom displays versatility and style.

By contrast, a few half-hearted nostalgia numbers are included, along the lines of those performed by Ann Ziegler and Webster Booth.

Covent Garden

Salome

by ELIZABETH FORBES

August Everding's production of Salome was revived at Covent Garden on Tuesday night with a new conductor and new singers in the three principal roles. In all fine performances of Strauss operas, especially those constructed, like Salome, round one female protagonist, the conductor must become a surrogate, as it were, for the composer in his unbroken love affair with the soprano voice.

and repulsion, in dizzily rapid succession. She builds up Salome's complex feelings for the Prophet with utter conviction, then, but does not quite manage to cross the invisible line into total obsession. Her dance, which she has apparently not herself attempted before, is athletic rather than erotic—it is hardly the right weather for a bikini—while her singing of the final monologue, beautifully phrased though it is, lacks the spine-chilling element of true mania.

Hildegard Behrens, whose vocal interpretations of Salome is familiar from a splendid recording, is superlatively good in the early part of the opera. A spoilt, attractive teenager who has recently discovered the tremendous power inherent in her own sexuality, she craves in pure and secret enjoyment at the case with which she can bend Narraboth to her will. The shock when Jokanaan fails to respond to her desires is therefore absolute, and his fascination for her springs solely and instantly from that shock.

As Herod, Richard Cassilly sings with admirable firmness of tone and clarity of diction, but he cannot hide an impression of underlying sanity and strength of purpose, despite his deliberate eccentricity of behaviour. Robin Leggate's lyrically sung and emotionally involved Narraboth sets the performance off to a gripping start, while Josephine Veasey repeats her powerful and malignant study of Herodias. The ensembles of Soldiers, Jews and Nazarenes are particularly strongly cast with, respectively, Malcolm King, John Tomkinson and Gwynne Howell all notably



Hildegard Behrens and Sigmund Nimsgerm

good. The orchestra plays excellently for Mr. Mehta and the temperature of the final scene will surely rise in later performances. Andrzej Majewski's Moreau-inspired set is subtly and effectively lit by William Bundy.

ICA

The Warp by B. A. YOUNG

The Warp is a series of plays by Neil Oram, a poet, painter and philosopher. Mr. Oram has long been deterred from writing plays by the problem of structure. When he met Ken Campbell, it was naturally made clear to him that structure was unimportant, compared with content, and the ten plays of The Warp which deal with the rise and fall of the hippie culture, were written together at breakneck speed.

will be given each afternoon, and rehearsals of the evening's performances will be open to the public during the day. It is a typical Ken Campbell enterprise, in fact.

The first play is so full of mixed philosophy that it will be a marvel if Mr. Oram provides nine more equally replete. It has a subtitle, "The touch of your body quickens my," like that, and the programme hand-somely provides not only a summary of the action but an abstract of the moral as well.

circus ring in which the audience is allowed to stand or sit, if they can find seats. The mood is characteristic of Ken Campbell; apparently earnest matter is treated with a subliminal suggestion that it is not always as wise as it appears, though no one ever says so. Overly comic scenes, on the other hand, are played intensely seriously. It must be said that there is some evidence of the shortage of rehearsal time; yet the players of small parts (there is a cast of 20) turn out some worthwhile performances. My favourite was Jim Broadbent, who plays the archangel with the wide arm-wavings of a popular scientist on the television.

They are being produced at the ICA, one per night, under Mr. Campbell's direction, until on January 18 all ten will be done in the course of a long day, a tempting excursion for veterans of Illuminatus. In addition, talks on relevant subjects

to achieve this satori, young Philip Masters (bravely played through ten scenes set around a

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21 December 1978





ECONOMIC VIEWPOINT

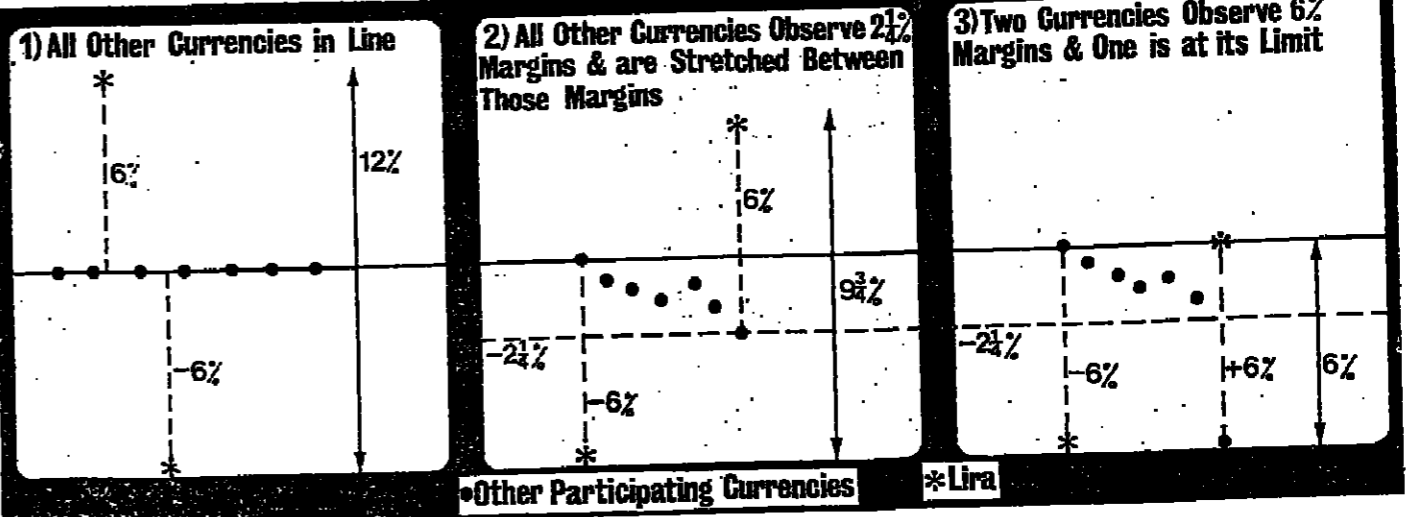
How EMS will work

THE EUROPEAN Monetary System was supposed to have come into operation last Tuesday, January 2, and in spite of last-minute French objections it may already have begun to operate in an informal way.

amount of fluctuation should be measured. The tempting thing to do is to relate exchange rate movements to the ECU. But the ECU is simply a basket of currencies of stable physical amounts.

currency, and merely note a few ways in which such calculations distort the picture. Now for a little of the detail; and, please, fasten your seat belts.

Of the two elements in the system, the parity grid and the basket, the parity grid is the dominant one; it is much easier to understand, and the countries which belonged to the earlier snake have practical experience of its operation.



exchange rates stayed put against each other the lira can rise or fall by 6 per cent against any of the others, giving a total effective band of 12 per cent.

they effectively assume that all but one currency stay put in the position shown, and then consider the possible swing of that currency. This is often unrealistic.

further than 75 per cent of its maximum theoretical spread against the ECU.

first range is far too low, unless France can really have a German-type anti-inflation miracle.

It might therefore help if I give a simplified summary before going into further detail. The effective band in which the hard core currencies can move will normally be more than 24 per cent but less than 41 per cent, the exact width varying from time to time.

Under the grid system each currency has to have a central parity against every other. These parities have yet to be set.

Grid system Under the grid system each currency has to have a central parity against every other. These parities have yet to be set.

The position is easiest to see if all but one of the exchange rates remain at their central rates and the range of movement of that one is examined.

At this point, it is necessary to remember the limitations of such simple two-dimensional diagrams. For

How does the basket or ECU element modify the system? Basically it is an influence reducing the permissible band of fluctuation.

At the end of it all, we are back to the conclusion that the permissible band of movement of the hard-core currency is somewhere in between the 24 and 41 per cent figures.

Samuel Brittan

Letters to the Editor

Cross-Channel link

From Sir Bruce White. Sir, I read with great interest Mr. Ian Hargreaves' article on the Channel Tunnel in the Management Page of December 20.

I have spoken have agreed that the colour is unacceptable. Protests to both councils had no effect. The only response from Hounslow was that residents had lodged any objections.

shire heavy lorry controls around Windsor by Mr. Griffiths (December 29) slipped somewhat only in its references to the Act which I introduced in 1973.

Root cause of inflation From Mr. C. Economides. Sir—I am afraid Professor Dudley Johnson (December 20) like other monetarists, commits the fallacy of post hoc, ergo propter hoc.

Norbiton No. 14

From the Chairman, Boston Manor Residents' Association. Sir, I have just noted that the annual Financial Times Industrial Architecture Award last year went to the architects of the Greater London refuse transfer station, Brentford.

Testing grain From Professor T. Ozley. Sir, John Cherrington, in his usual forthright way (December 22) puts his finger on a real problem for cereal farmers when he points out that loads of grain may be refused by buyers on the basis of tests which inevitably give variable results from time to time.

Windsor cordon From Mr. R. Turner. Sir,—It is important to correct an error in your article, 'Juggernauts at Bay' (December 29). Contrary to your report, the Freight Transport Association, Road Haulage Association and Road Transport Union have not yet made a decision on whether or not to appeal.

Testing grain From Professor T. Ozley. Sir, John Cherrington, in his usual forthright way (December 22) puts his finger on a real problem for cereal farmers when he points out that loads of grain may be refused by buyers on the basis of tests which inevitably give variable results from time to time.

Managing traffic

From Mr. H. Dykes. Sir,—The very interesting and balanced article on the Berkshire...

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Today's Events

GENERAL Mrs. Margaret Thatcher, Conservative Party Leader, opens London International Boat Show, Earls Court, 11 am.



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Vertical text on the left margin, partially cut off, including 'of', 'Church', 'Electricity', 'Motor industry', 'Petroleum', 'Construction', 'Awards', 'Nationally lives on', 'mately', 'lives on', 'mately', 'lives on'.



NEWS ANALYSIS - NORCROS BID

Johnson-Richards reaps investment benefits

BY ANDREW TAYLOR

The bid overture for H. and R. Johnson-Richards Tiles announced yesterday by Norcross comes just seven months after Hepworth Ceramic abandoned its takeover attempt in the face of a Monopolies Commission investigation.

The Johnson-Richards tile empire now controls around 60 per cent of the UK ceramic tile market, which has undergone a number of significant changes since H. and R. Johnson merged with Richards-Campbell Tiles in 1968.

Ten years ago tiles were mostly white and were largely to be found in bathrooms, toilets and kitchens—today tiles come in all types of design and shades of colour while the increase in number of significant changes in the market has created a brand new market for tile manufacturers.

The move towards decorative tiles was originally led by overseas manufacturers which have been steadily increasing their share of the UK market.

As a result Johnson-Richards has had to spend heavily to maintain its dominance in the face of these new designs and products. In the five years to March 31, 1978, the group had spent £18.5m largely on improving its product range and manufacturing techniques.

The fruits of this investment began to show through last year when in the 12 months to March 31 pre-tax profits rose by 45 per cent to £3.9m.

The shift from basic non-decorative tiles to a much broader product range has coincided with a boom in DIY work and more recently larger-scale home improvements financed by second mortgages.

This has to some degree helped Johnson-Richards over the world-wide slump in original construction work—which led group profits to stagnate throughout the mid-1970s.

Mr. Alec Done, chairman of Johnson-Richards, says the group's sales pattern has changed in the intervening

years with much greater emphasis now placed on the DIY and home improvement market.

Last year the volume of general repair, maintenance and home improvement work is estimated to have risen by around 14 per cent while industry experts estimate that British householders spent a record £1bn on DIY products.

As a result the City is expecting Johnson-Richards to show a further significant profit improvement when its interim figures—due next week—are announced.

However, the group is facing increasing pressure from overseas manufacturers which, according to the group, have increased their share in the UK market from less than 10 per cent in 1974 to currently around 20 per cent.

In the six months since the Hepworth bid was abandoned Johnson-Richards' share of the UK market has declined by around 5 per cent.

Hepworth when it abandoned its bid, said that to delay for 12 months while the Monopolies Commission concluded its investigation would only favour foreign competitors—notably in Spain and Italy.

Johnson-Richards, however, says that volume sales were increasing last year—after several years of stagnation—despite the increased pressure from overseas.

More importantly the switch to decorative tiles is commanding bigger profit margins has continued to boost group earnings. One City analyst estimates that group pre-tax profits in the current year may be around £5.6m.

Prospects for 1979 in the current financial uncertainty however look less exciting. Second mortgages are becoming more difficult to negotiate while DIY products may come under some pressure if the squeeze on disposable incomes is resumed.

Meanwhile, Norcross still has to overcome opposition from Johnson-Richards Board while

Bass Charrington gets off to good start

THE CURRENT year has got off to a good start, says Mr. Derek Palmer, chairman of Bass Charrington, in his annual report.

He adds that provided they can maintain the good relationships established throughout the group and ensure uninterrupted supplies to customers, they should make further progress this year.

Sales were seriously affected by three major unofficial stoppages in the early part of the last financial year, and by the below average summer weather.

Consequently, earnings from trading operations were less than originally planned, says Mr. Palmer.

But the surplus on property sales and investments was significantly more than last year which helped to produce a satisfactory out-turn for the year.

Last year the group pushed up pre-tax profits from £90.5m to £105.5m. The surplus on property and investment sales went up from £3.6m to £9.5m.

Mr. Palmer adds that they have established closer relationships throughout the group by better communications, consultation and involvement at the place of work.

Encouraging progress has been made after the introduction of schemes for rewarding observance of procedure and other increases in productivity. There have been very few unofficial stoppages since these agreements.

The group will examine how it can further improve working

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are maxima or minima, and the sub-divisions shown below are based mainly on last year's timetable.

Interim—Fodens, Helli Brothers and USA, Howden Group, Lintrod, F. H. Tompkins

Final—Sirmingham Pallet, Bond Street Fabrics

FUTURE DATES

Black (Peter)	Jan. 10
Boardman (K. O.)	Jan. 12
Chelverton Corporation	Feb. 23
Cray Electronics	Jan. 19
RAF Group	Jan. 9
Finis	Jan. 8
Caplan Profile	Jan. 8
Trident Television	Jan. 16

managed and 351 tenanted. During the year there were 378 disposals and 36 new pubs were built or leased. Major improvements were made to 44 properties.

The new lager Hemeling Lite, which has now been launched nationally as a draught lager, has achieved a notable success and the extremely favourable consumer response indicates that it has a very bright future.

The main lager brand Carling Black Label also increased its sales and the improvement in regional draught beer sales has continued.

A new company—Bass Sales—was formed to specialise in sales in the rapidly expanding grocery trade. The group's share of this market is now in line with its national share of the beer market and the company believes it has excellent opportunities for growth in this area.

A current cost revenue statement based on Hyde guidelines shows pre-tax earnings at £84m. This was after adjustment for depreciation of £20m, cost of sales £8m and cost of borrowing £11m. There was a gearing adjustment credit of £6m.

Mr. Palmer says that at the annual meeting a special resolution will be proposed to change the company's name to Bass. The reason is to give Charrington and Company a clearly separate identity as the operating company for the South East and London.

Meeting Grosvenor House, W1, Thursday, January 25 at noon.

J. Bibby & Sons Limited

Share Registration

Hill Samuel Registrars Limited has been appointed Registrars of J. Bibby & Sons Limited as from 1st January, 1979.

All correspondence regarding registration or transfer of shares should in future be addressed to:



6 Greencoat Place, London SW1P 1PL. Telephone 01-828 4321. A member of the Hill Samuel Group

MINING NEWS

Record Krugerrand sales in 1978

BY KENNETH MARSTON, MINING EDITOR

POSSIBLY BECAUSE of caution in front of the U.S. Treasury's doubled offering of 1.5m ounces of gold at its last monthly auction on December 19, sales of South Africa's one-ounce Krugerrand gold coins fell to 594,431 in December from 821,398 in November. Even so, total sales for 1978 were brought to a record 6m coins compared with 3.3m in the previous year. Since 1970, 700.5 tonnes of gold have been sold in the form of these coins.

As already reported, fears about the market's capacity to absorb the big U.S. offering were dispelled when it was learned that bids were received for some 2.7m ounces. Since then the bullion price has moved higher, closing in London yesterday at \$219 per ounce.

Krugerrand sales account for about one quarter of South Africa's production which is running at approximately 700 tonnes a year. The other major supplier of gold is Soviet Russia with an annual output estimated at some 400 tonnes. But industrial demand, alone, for gold is reckoned to have expanded to 1,200 tonnes in 1978.

A major sustaining factor in the high industrial demand for gold is the fact that in terms of strong currencies, such as the Swiss franc and the Deutschmark, the bullion price has risen very little over the past two years.

In terms of U.S. dollars it has, of course, advanced from only \$136 at the end of 1976, reflecting the weakness of that currency. Fortunately for the South African mines, their country's rand is tied to the dollar with the result that mine earnings have also advanced despite the accompanying rise in operating costs.

What remains to be seen is how well gold prices will perform this year in the face of continued U.S. offerings and those made by the International Monetary Fund; the latter auctions about 470,000 ounces a month.

Any recovery in the U.S. economy would also exert pressure on gold prices, but they are underpinned to some extent by the European Monetary System plan to allow EEC central banks to mobilise part of their gold reserves at a market-related price in order to settle transactions among themselves.

BETTER OUTLOOK FOR MESSINA

A slight lifting of the clouds over Messina (Transvaal), the South African and Rhodesian copper mining and industrial group, comes with the chairman's comment that the company's dividend outlook is "more encouraging" than it was a year ago.

But Commander H.P. Grenfell adds that he cannot predict any immediate resumption of dividends.

He says in the annual report that the necessary phase of consolidation is under way but is still far from complete. Liquidity must be restored, the return on total assets must be raised and the debt burden reduced, he adds.

Last month Messina announced that instead of the second-half recovery that had been expected, losses had continued. While mining operations had made a profit, the industrial and financial interests had been subject to losses and write-downs with the result that Messina's overall results for the year to September 30 showed a net loss of R6.42m (£3.64m) against a previous year's profit of R2.75m. The shares stand at 62p.

"If we run short of energy my company will be ready."



Matthew Brown & COMPANY LIMITED  
 Lion Brewery Blackburn

Extract from the Report and Accounts to 30th September, 1978

RESULTS AT A GLANCE—in £'000	1978	1977
Turnover	20,012	17,278
Profit before tax	3,541	3,100
Profit after tax and minorities	1,953	2,178
Earnings per share (as reported)	11.55p	12.88p
Earnings per share (fully taxed)	10.14p	9.00p
Dividends per share	4.373p	3.92p

NOTE: The 1978 tax charge has been reduced by £229,000 (1977 £251,000) being deferred tax not expected to become payable within the foreseeable future. This is a change of accounting policy and the 1977 figures have been restated accordingly.

Some points made by the Chairman, Mr. Cyril Ainscough in mid-December, 1978.

- \* Turnover up by 15% produced pre-tax profits up 14%.
- \* Total beer sales up 4%, twice the national average, with new Sialom D helping lager up by 13%, despite N.W. England having very poor summer weather.
- \* Lower capital expenditure responsible for higher tax charge, but big increase in investment forecast for next year.
- \* Sales since September modestly up, but price increase necessary soon to restore margins for 1978 to proper level.

Make no mistake, as energy becomes scarcer and dearer, we're all likely to feel the pinch. Maybe not next week, but almost certainly by the end of this century.

On the face of it, 22 years seems like ample time to prepare ourselves. In reality, we're already short of time.

The present supplies of North Sea oil and gas won't last for ever. And there are limits to the rate at which we can increase production of coal and nuclear energy.

What's more, we'll be into the first quarter of the next century before solar, wave, wind, tidal and geothermal energy together can make a substantial contribution to our energy needs.

There is, however, one alternative we can all exploit right away. Energy conservation.

But to develop it to its full potential, we'll all have to change our ways.

No longer can we take energy for granted. When planning ahead, we'll have to reckon on the real price of energy at least doubling over the next 20 years.

So we must find more efficient ways of using existing forms of energy. And we'll have to develop new products that consume less.

The Department of Energy has an expanded Energy Survey Scheme to help you financially to find the best way of managing the use of energy and cut out waste in your company.

The Department of Industry has an Energy Conservation Scheme for which almost every branch of industry, trade and commerce is eligible.

It provides grants for the insulation of premises, the installation of new boiler plants, combined heat and power systems and supporting consultancy work.

Both schemes will not only get you ready for the future; they'll start to save you money now.

Make it your business to find out more about them.

Do it today. All you have to do is uncross your fingers and call 01-211 4029.



Make it your business to save energy.

ISSUED BY DEPARTMENT OF ENERGY

INTERNATIONAL COMPANIES and FINANCE

Companies and Markets

Kleber to cut loose from Semperit

BY TERRY DODSWORTH IN PARIS

A FURTHER significant change in the shape of the hard-pressed European tyre industry is expected to come from France in the next few weeks. The possibility of Kleber cutting loose from the Swiss holding company...

Michelin's glitter has rubbed off on to Kleber, which has run up a loss of almost FF 50m (\$12m) in the first half of this year. Now the signs are that Kleber, along with the other shareholders, wants changes...

sparked off by new negotiations between the three Semkler shareholders, combined with suggestions that large parcels of Kleber shares have been bought by overseas interests.

At all events the Swiss holding company which controls the French and Austrian tyre groups appears doomed. Since its inception, it has rarely shown signs of proving successful.

At the time Kleber and Semperit ranked firmly among the second line tyre makers in Europe in terms of combined saw sales. But in line with the industry in general recent years have brought weak demand and mounting losses.

Setback for takeover of FGB by Arab investors

BY DAVID LASCELLES IN NEW YORK

A GROUP of Arab investors who are being advised by the London-based Bank of Credit and Commerce International received a setback yesterday...

This will almost certainly cause considerable delays, and could bring the Arab group beyond the court-imposed March 18 deadline for the takeover.

whether this deadline could be extended if a hearing is held. Meanwhile, FGB is still fighting the proposed takeover in the courts, alleging that the Arabs have not properly disclosed who is behind it.

Air Canada sees record year

BY VICTOR MACKIE IN OTTAWA

AIR CANADA, the government-owned airline, expects its profits for 1978 to be "substantially greater" than the record CS20m (US\$16.9m) it made in 1977, the airline said yesterday.

The return on investment was 8 or 9 per cent fractionally below the 1977 levels and inadequate to finance future needs, Mr. Taylor said.

The total of passenger traffic grew 6 per cent in 1978. Domestic service saw limited growth, mainly in low fares services and Air Canada plans to offer twice as many night-time seats and 16 per cent more charter class seats in Canada this year.

Esmil takeover lifts orders

BY CHARLES BATCHELOR IN AMSTERDAM

ESMIL, the environmental technology division of Dutch-German steelmaker Estel Hoese-Hoogovens, has acquired Stork Werkspoor Water.

Both Esmil and Stork Water are involved in all areas of water treatment including the manufacture of purification equipment for drinking, sewer and industrial water and desalination plants.

had begun talks with Stork Water aimed at possible co-operation. The acquisition fits in with Estel's policy of diversifying further out of steelmaking.

Slowdown in exports at Dassault-Breguet

PARIS — Dassault-Breguet Aviation, the French military and civilian aircraft company,

said the value of new export orders received during 1978 was below the record FF 10,976m (\$2,647m) recorded in 1977, AF-DJ reports.

The remainder of Dassault's FF 501.6m capital is held by Societe d'Etudes Marcel Dassault, a company controlled by the group's founder, Marcel Dassault.

More funds for German oil exploration concern

BY JONATHAN CARR IN BONN

THE WEST GERMAN Government has agreed to provide the oil exploration group Deminex with DM600m (\$329m), either in loans or grants, over the three years to the end of 1981.

German direct access to crude oil reserves abroad. With about DM1.4bn in State support already made available, Deminex is now beginning to see a clear economic return on its activities.

After the acceptance by Rentepool participants, AEN issued 320,000 Alretra shares at FF 100 per share. Alretra-Algemeine Rentefonds Antillen aims to put its funds into fixed interest securities, primarily those denominated in guilders.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices published on the second Monday of each month.

Table with columns for U.S. DOLLAR STRAIGHTS, OTHER STRAIGHTS, DEUTSCHE MARK STRAIGHTS, U.S. DOLLAR CONVERTIBLES, and EUROPEAN STRAIGHTS. Lists various bond issues with their terms, interest rates, and prices.

Singapore food group profit increases by 39%

BY OUR SINGAPORE CORRESPONDENT

YEO HIAP SENG, the Singapore food and beverages manufacturer, which has been successful in overseas markets as well, has turned in a 39 per cent increase in group net profit before tax to \$89,910m (US\$4.59m) for the year ended September 30.

Record yields expected for U.S. Treasury issues

BY OUR NEW YORK STAFF

CONTINUING pressure on interest rates was expected to produce record yields on two new Treasury issues due yesterday and today.

Expansion by Austrian savings bank

BY PAUL LENDVAI IN VIENNA

ZENTRALSPARKASSE der Gemeindefonds Wien, Austria's largest savings bank, reports an estimated 15 to 20 per cent increase in the consolidated balance sheet total this year from Sch70bn (some \$5.3bn) to Sch73bn.

The bank has a particular interest in trade with Eastern Europe. Thus the share of East bloc deals amounts to 60 per cent of the total outstanding foreign credits.

The bank set up its first representative office abroad last year in Milan. Though the office began to operate fully only in the autumn, Dr. Karl Vak, director general, reports brisk business.

Drought conditions upset Chin Teck Plantations

BY WONG SULONG IN KUALA LUMPUR

PRE-TAX PROFITS at Chin Teck Plantations, one of the larger locally-owned Malaysian plantations, fell by a third to 2.7m ringgits (US\$1.25m) because of drought conditions.

Singapore government set to raise disclosure standards

BY OUR SINGAPORE CORRESPONDENT

THE PROPOSAL by the Singapore Government to tighten the Companies Act to give better protection to investors and to ensure higher ethical standards among directors is in line with its aim of improving the financial services provided in the Republic, and so raise the stature of Singapore as a financial center.

Expansion by Austrian savings bank

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Table with columns for YEM STRAIGHTS, YEM CONVERTIBLES, and EUROPEAN STRAIGHTS. Lists various bond issues with their terms, interest rates, and prices.

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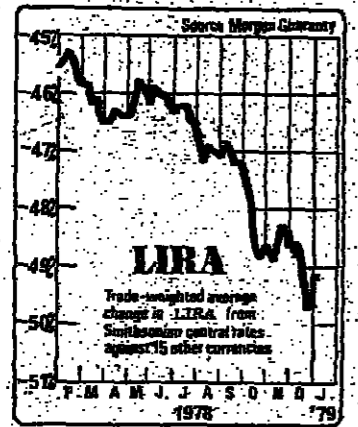
Some companies, moreover, failed to appreciate that the notes to the accounts were basically intended to support and amplify the financial picture disclosed in the profit and loss account and the balance sheet. Many companies failed to appreciate that the notes to accounts were basically intended to support and amplify the financial picture disclosed in the profit and loss account and the balance sheet.

CURRENCIES, MONEY and GOLD

Dollar firms on support

The dollar staged a general recovery in yesterday's foreign exchange market after substantial support by a number of central banks...

figures its trade weighted index fell to 63.7 from 63.9, having stood at 63.6 at noon and 63.7 in early dealings.



ending to DM 1,850 on bank support for the dollar. It closed at DM 1,840, well down from the previous close of DM 1,820.

FRANKFURT—A sharp rise was seen by the dollar at the fixing to DM 1,834 against DM 1,804 on Tuesday after the Bundesbank had bought around 970 million dollars...

AMSTERDAM—The dollar was quoted at 27.1875 yesterday, compared with 27.18625 on Tuesday. Speculation that the D-mark would be revalued...

Table: THE POUND SPOT FORWARD AGAINST £. Columns: Jan. 3, Day's Spread, Close, One month, 3 months, 6 months.

Table: THE DOLLAR SPOT AND FORWARD. Columns: Jan. 3, Day's Spread, Close, One month, 3 months, 6 months.

Table: CURRENCY RATES. Columns: Currency, Jan. 2, Jan. 3.

Table: OTHER MARKETS. Columns: Currency, Jan. 3, £, \$, Note Rates.

EXCHANGE CROSS RATES

Table: Exchange Cross Rates. Columns: Currency, Jan. 3, Pounds Sterling, U.S. Dollar, etc.

EURO-CURRENCY INTEREST RATES

Table: Euro-Currency Interest Rates. Columns: Term, Currency, Interest Rate.

The following nominal rates were quoted for London dollar certificates of deposit: one month 11.00-11.10 per cent; three months 11.55-11.65 per cent; six months 12.00-12.10 per cent; one year 12.75-12.85 per cent.

INTERNATIONAL MONEY MARKET

New York rates decline

Interest rates were generally easier in New York, following efforts by the Federal Reserve to add reserves to the banking system on Tuesday.

FRANKFURT—Short term interest rates showed small mixed changes ahead of the Bundesbank council meeting, which is to be held today.

GOLD

Sharp fall

Gold fell sharply in the London bullion market yesterday to \$219.219, a loss of \$6 an ounce.

Gold fell sharply in the London bullion market yesterday to \$219.219, a loss of \$6 an ounce. The metal opened at \$221.222 and was fixed during the morning at \$222.10.

UK MONEY MARKET

Full credit supply

Bank of England Minimum Lending Rate 12 1/2 per cent (since November 9, 1978). Day-to-day credit was in ample supply in the London money market yesterday.

small amount borrowed by the market on Tuesday, and there was also a small excess of revenue payments to the Exchequer over Government disbursements.

MONEY RATES

Table: Money Rates. Columns: Currency, Jan. 3, Jan. 2.

LONDON MONEY RATES

Table: London Money Rates. Columns: Term, Rate.



Norsk Hydro Produksjon a.s

Norsk Hydro a.s

U.S. \$100,000,000 MULTICURRENCY LOAN FACILITY

- FUNDS PROVIDED BY: THE CHASE MANHATTAN BANK, N.A., BANK OF AMERICA NATIONAL TRUST AND SAVINGS ASSOCIATION, CHEMICAL BANK, BANK OF MONTREAL, etc.

AGENT BANK THE CHASE MANHATTAN BANK, N.A.

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A. AHLSTRÖM OSAKEYHTIÖ

U.S. \$75,000,000

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GRINDLAYS BANK LIMITED

IRVING TRUST COMPANY

CITICORP INTERNATIONAL BANK LIMITED

AGENT





WORLD STOCK MARKETS

24 Companies and Markets

Wall St. 5 higher after active early trade

INVESTMENT DOLLAR PREMIUM... Effective \$2.0245 43% (41%)

Closing prices and market reports were not available for this edition.

Tyco Laboratories gained 15 to \$19 on reporting sharply higher fiscal second-quarter profits.

Canada Stocks advanced fresh in fairly active early trading on the Toronto market.

while Metals and Minerals rose 16.4 to 1,222.6 and Oil and Gas 2.7 to 1,873.5.

Germany Stock prices continued their new year upswing, helped by foreign buyers.

DM 3.80 to DM 230.80 and Volkswagen DM 3.30 to DM 234.70.

Australia Market made further headway across a broad front, with favourable forecasts by brokers and economists on the Australian

economic outlook continuing to bolster sentiment.

Amsterdam Analysts said the market was showing "tentative signs" of recovering from the sharp fall in prices which took place in late October last year.

rose 30 cents more to RS.95 on a continuation of strong Overseas demand.

Brussels Local shares moved irregularly in a modest business.

Indices

NEW YORK - DOW JONES table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

STANDARD AND POORS table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

W.T.S.E. ALL COMPANIES table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

MONTREAL table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

JOHANNESBURG table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

OSLO table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

PARIS table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

BRUSSELS/LUXEMBOURG table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

AMSTERDAM table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

COPENHAGEN table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

VIENNA table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

MILAN table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

SWITZERLAND table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

STOCKHOLM table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

SPAIN table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

SECURITIES RATED U.S. \$0.64 (Discount of 43.9%)

NEW YORK

NEW YORK Stock table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

STOCK

STOCK Stock table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

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CANADA

CANADA Stock table with columns for Jan 3, Dec 29, Dec 22, Dec 15, 1978-79, and High/Low.

STOCK

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STOCK

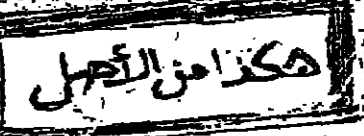
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You don't have to be a banker to benefit from reading The Banker. Every month The Banker presents a unique review of the world's financial and economic news...





Lead slips from peak price level

Our Commodities Staff... Lead price for lead fell on the London Metal Exchange yesterday...

New hope for threatened fishing port

NEW HOPE for the survival of the Lancashire fish port of Fleetwood has resulted from talks between local fish merchants and other interested parties...

Rise in cocoa use estimated

By Our Commodities Staff... HIGHER COCOA grindings figures in major importing countries were forecast for the fourth quarter of 1978...

U.S. MINING

Utah's multi-faceted jewel

BY PAUL CHESSERIGHT... KENNECOTT COPPER, whose ore reserves in the U.S. are greater than those of any other group...

CANADIAN WHEAT PRICE CHANGES

WINNIPEG - Canada has changed its calculation for wheat export prices to account for the closure of the Great Lakes and increased competitiveness of U.S. Hard Winter wheats...

French plan stockpile boost

BY DAVID WHITE IN PARIS... THE FRENCH Government has through classic bank loans at current interest rates...

EEC SUGAR EXPORTS

BRUSSELS - The EEC Commission authorised sales of 41,750 tonnes of white sugar at its weekly tender yesterday...

Coal Board challenged over colliery land loss claims

BY OUR COMMODITIES STAFF... THE NATIONAL Coal Board has been "severely underestimated" the amount of land that will be lost to farming if coal is mined in the Vale of Belvoir...

Poles buy wheat from USSR

WARSAW - Poland yesterday signed a contract with the Soviet Union to purchase 500,000 tonnes of wheat this year for human consumption...

BRITISH COMMODITY MARKETS

Table with columns for Commodity, Price, Change, and Market. Includes sections for Base Metals, Copper, Tin, Zinc, Lead, and Wheat.

Brazil soya uncertain

RIO DE JANEIRO - Trade sources in Porto Alegre, Sao Paulo and here said yesterday they doubted that Brazil could produce 14.5m tonnes of soya beans this year...

PRICE CHANGES

Table showing price changes for various commodities including Metals, Grains, and Oils.

AMERICAN MARKETS

Table showing market data for American markets including Coffee, Sugar, and Wool.

ContiCommodity

OUR PRECIOUS METALS OUTLOOK: 1979 IS AVAILABLE - WRITE OR PHONE... ContiCommodity Services Limited, World Trade Centre, London E1 9AA.

GRAINS

LONDON FUTURES (GAFTA) - Wheat support volume was fairly thin and values edged up on commodity buying...

WHEAT

Wheat support volume was fairly thin and values edged up on commodity buying...

EUROPEAN MARKETS

ROTTERDAM, Jan. 3. Wheat - U.S. No. 2 dark hard winter 13.5 per cent Jan. March 11.5...

LEGAL NOTICES

IN THE MATTER OF MULTIMEDIA EDUCATION LIMITED AND COMPANIES... NOTICE is hereby given that the winding up of the above-named Company by the High Court of Justice...

SILVER

Silver was held 0.1p on ounce higher for spot delivery in the London Bullion market yesterday at 237.0p...

SOYABEAN MEAL

February 194.20-24.0-0.45-25.25-29.50... Soyabean meal prices are generally higher than soyabean oil...

INDICES

Table showing financial times and Dow Jones indices.

COCOA

Cocoa futures eased further due to rumoured Commission House selling for price to close at the day's low...

SUGAR

LONDON DAILY PRICE (raw sugar) 195.00 (194.00) a tonne cif for Nov. Dec. shipment...

BRAZIL COFFEE SHIPMENTS

RIO DE JANEIRO - Brazil shipped 12,63m bags (60 kilos each) of green and soluble coffee during 1978 compared with 10,06m in 1977...

COTTON

LIVERPOOL COTTON - No spot or shipment of cotton was reported in Liverpool...

OLIVE OIL OUTPUT RISE FORECAST

MADRID - World olive oil output in 1978-79 is forecast to rise to 1,436,000 tonnes against a provisional 1,353,400 tonnes for 1977-78...

LONDON STOCK EXCHANGE

Companies and Markets

Bear squeeze triggers good rise in equity leaders 30-share index stages biggest rise since mid-November

Account Dealing Dates
Option
First Declara- Last Account
Dealings Dealings Day
Dec. 11 Dec. 28 Dec. 29 Jan. 9

Undeterred by the commencement of the lorry drivers' strike and the latest Henley Centre uninspiring forecast for the economy, equity stock markets yesterday staged their biggest single-day advance since mid-November.

The squeeze on bear positions intensified as the day progressed although the bulk of the trade was confined to the first couple of hours' business. Subsequently, the least sign of any buying inquiry and the continued absence of selling resulted in prices hardening further and at the 3 pm calculation the FT 30-share index was standing 6.4 higher.

Shortly afterwards, values were looking a little topfy following a re-emergence of concern about the situation in Iran but finally most went ahead again to close at the day's highest of 8.9 up at 479.8.

The number of bargains marked, at 3,005, served to illustrate, however, the continuing pitifully low level of business and the technical nature of yesterday's upturn. British Petroleum came out best at 479.8.

Also contributing to the improvement in sentiment was an increase in activity in potential bid and situation stocks, which was triggered by the Norros approach to H. & R. Johnson-Richards Tiles.

among which the 4 1/2 per cent 1898 issue rose 1 1/2 points to £21. More interest was shown in the investment currency market, particularly on institutional accounts and, after touching 84 per cent, the premium closed 1 1/2 higher at 83 1/2 per cent. Yesterday's SE conversion factor was 0.7039 (0.6997).

Technical factors played a major part in the advance made by the Stores leaders yesterday. Marks and Spencer put on 3 to 87p, while similar improvements were seen in Briston Home, 190p, and W. H. Smith "A" 145p.

Discounets better
Further progress was made by home Banks in continuing response to Press comment. NatWest added 7 more at 292p and Barclays 5 to 370p.

Quotely firm Insurances were featured by Edinburgh and General Investments which closed 4 up at 30p. Brewery leaders finished another quiet session displaying minor gains. Davenports rose 2 to 76p on the annual report.

Engineering leaders staged a small recovery, but the amount of business transacted remained at a low level. John Brown added 6 to 372p and rises of around 2 to 3p were marked against GKN, 257p, Hawker Siddeley, 239p, and Fuchs, 273p.

Leisure shares attracted further attention, but sometimes closed a shade below the day's best. Barr and Wallace Arnold Trust A put on 8 for a two-day gain of 11 to 118p.

Small closing higher following small buying. Lucas, 304p, Dowty, 264p, and Jonas Woodhead, 89p all showed gains of around 4.

Foods moved ahead on the appearance of a few small buyers. J. Sainsbury added 4 to 227p and Northern Foods 2 to 100p. Avana added 3 for a two-day gain of 5 to 82p.

Hotels and Caterers continued firmly with Grand Metropolitan, 115p, and Trust Houses Forte, 259p, among 3 better, while Brent Walker advanced 3 to 53p.

Misc. leaders rise
Firm comments prevailed in the miscellaneous Industrial leaders with a squeeze on bear positions promoting useful gains.

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and Lookers gained the same amount to 64p, while British Car Auctions added 3 to 541p. Ahead of today's half-timer, Fodens added 2 to 87p.

Properties encountered a better business than late with the leaders making fair progress. Land Securities added 3 to 247p and MEPC 4 to 151p.

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Textiles closed with modest gains following another small business. Courtauld rose 2 to 119p. Small buying in a thin market helped AS Topping to record a rise of 5 at 77p.

DEALING DATES
Last Last Last
Deal- Deal- Deal-
ings Decla- Sett-
tion ment
Dec. 19 Jan. 8 Mar. 22 Apr. 3

Money was given for the call in Armour Trust, Lomro, Howard Shuttering, Fitch

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Sirdar added 3 to a 1978/9 peak of 82p on speculative support. Active Australians
Australians were the most active sector of the mining markets. A strong performance in Sydney overnight was followed through in London and steady buying, helped by the firmness of the investment dollar premium, pushed prices up throughout the list.

Western Mining rose 7 to 150p, while Pancontinental gained 25 to 800p. Peko-Walsend were 4 higher at 454p and MIM hardened 3 to 204p.

South African Financials again featured. De Beers, New Africa buying overnight fuelled a further rise, and although there was Johannesburg selling in the morning it failed to stop the shares rising 3 more to 409p.

Rhodesians and Tins lacked features, but among Coppers, Messina attracted a few buyers after the chairman's statement about a more encouraging dividend outlook and the shares rose 3 to 62p.

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FINANCIAL TIMES STOCK INDICES
Table with columns for various indices: Government Secs, Fixed Interest, Industrial, Gold Mines, etc., and rows for Jan 3, Jan 2, Dec 29, Dec 28, Dec 27, Dec 26, Year ago.

HIGHS AND LOWS S.E. ACTIVITY
Table with columns for High, Low, and S.E. Activity for various sectors like Govt Secs, Fixed Int, Ind. Ord., Gold Mines, etc.

NEW HIGHS AND LOWS FOR 1978/9
Table listing new highs and lows for various stocks and sectors in 1978/9.

RISES AND FALLS YESTERDAY
Table showing rises and falls in various stock categories like British Shares, Foreign Bonds, etc.

ACTIVE STOCKS
Table listing active stocks with columns for Stock, Denomina- tion, No., Closing price, Change, 1978-79, 1978-79.

ANNOUNCEMENT
Van der Hoop, Offers & Zoon N.V.
Bankers
Ao 1807
We herewith announce that effective December 30, 1978 the name of our institution has been changed into BANK VAN DER HOOP OFFERS N.V.

LONDON TRADED OPTIONS
Table showing options for January, April, July, February, May, August with columns for Option, Price, Closing offer, Vol., etc.

FT-ACTUARIES SHARE INDICES
These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries
Table with columns for EQUITY GROUPS, Wed., Jan. 3, 1979, etc.

BUILDING AND CIVIL ENGINEERING
The Building and Civil Engineering page is published in the Financial Times every Monday and carries news items relating to contracts and important developments in the Construction Industry.
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RECENT ISSUES EQUITIES
Table listing recent issues in equities with columns for Issue, Price, Amount, Date, etc.

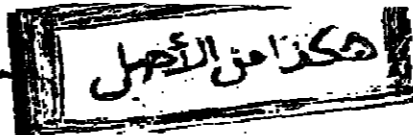
FIXED INTEREST STOCKS
Table listing fixed interest stocks with columns for Issue, Price, Amount, Date, etc.

"RIGHTS" OFFERS
Table listing rights offers with columns for Issue, Price, Amount, Date, etc.

FIXED INTEREST PRICE INDICES
Table listing fixed interest price indices with columns for Index No., Day's Change, etc.

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We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH.

Redemption date usually last day for dealing free of stamp duty. Figures based on prospectus estimate. Assumed dividend and yield. Forecast dividend cover based on previous year's earnings. Dividend and yield based on prospectus or other official estimates for 1978. Figures assumed. Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. P. Pricing price to public. P. Pence unless otherwise stated. I. Issues by tender. A. Offered to holders of ordinary shares. "Rights" issued by way of capitalisation. \$5 Introduced. \$ issued in connection with reorganisation, merger or take-over. \$ introduced. \$ issued to former preference holders. \$ Allotted letters for fully-paid. \$ Provisional or partly-paid allotment letters. \* With warrants.



AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Table of financial data on the left side, including 'S.E. ACTIVITY' and 'CORAL INDEX' sections.

Main table of 'AUTHORISED UNIT TRUSTS' listing various fund names, managers, and performance metrics.

INSURANCE AND PROPERTY BONDS

Main table of 'INSURANCE AND PROPERTY BONDS' listing various insurance and bond products.

Table of financial data on the left side, including 'CORAL INDEX' and 'INSURANCE BASE RATES' sections.

INSURANCE BASE RATES

Table of insurance base rates for various policies.

NOTES

Notes and disclaimers regarding the data provided in the tables.

Food values

FT SHARE INFORMATION SERVICE

BONDS & RAILS—Cont.

BANKS & HP—Continued

CHEMICALS, PLASTICS—Cont.

ENGINEERING—Continued

BRITISH FUNDS

“Shorts” (Lives up to Five Years)

Five to Fifteen Years

Over Fifteen Years

Undated

INTERNATIONAL BANK

CORPORATION LOANS

LOANS

Public Bond and Ind.

Financial

FOREIGN BONDS & RAILS

FINANCIAL TIMES

EDITORIAL OFFICES

ADVERTISING OFFICES

SUBSCRIPTIONS

AMERICANS

Hire Purchase, etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER AND ROADS

CANADIANS

BANKS AND HIRE PURCHASE

DRAPERY AND STORES

ELECTRICAL AND RADIO

HOTELS AND CATERERS

INDUSTRIALS (Miscel.)

FOOD, GROCERIES, ETC.

CHEMICALS, PLASTICS

ENGINEERING

ENGINEERING MACHINE TOOLS

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for American stocks.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Hire Purchase, etc.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Beers, Wines and Spirits.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Building Industry, Timber and Roads.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Canadian stocks.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Banks and Hire Purchase.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Drapery and Stores.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Hotels and Caterers, Industrials (Miscel.), Food, Groceries, Etc., Engineering, and Engineering Machine Tools.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Electrical and Radio.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Chemicals, Plastics.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Food, Groceries, Etc.

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Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Chemicals, Plastics.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Foreign Bonds & Rails.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Financial Times.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for International Bank.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Corporation Loans.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Loans.

Table with columns: Stock, Price, % Chg, Div, Yield, etc. for Financial Times.

هكلامن النجل

INDUSTRIALS—Continued. Table listing various industrial stocks with columns for stock name, price, and other financial metrics.

INSURANCE—Continued. Table listing insurance companies and their stock prices.

PROPERTY—Continued. Table listing property-related stocks and their prices.

INVESTMENT TRUSTS—Cont. Table listing investment trusts and their performance.

FINANCE, LAND—Continued. Table listing financial and land-related stocks.

NEW JAPAN SECURITIES. Tokyo, Japan. New Japan Securities Europe Limited. LONDON. Includes a logo and contact information.

LEISURE. Table listing leisure-related stocks.

MOTORS, AIRCRAFT TRADES. Table listing motor and aircraft trade stocks.

SHIPBUILDERS, REPAIRERS. Table listing shipbuilding and repair stocks.

SHIPPING. Table listing shipping-related stocks.

SHOES AND LEATHER. Table listing shoe and leather stocks.

SOUTH AFRICANS. Table listing South African stocks.

INDUSTRIALS—Continued. Table listing various industrial stocks.

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MINES—Continued. AUSTRALIAN. Table listing Australian mining stocks.

FINANCIAL TIMES

Thursday January 4 1979

Weatheralls To Let

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Lawyer picked to form government for Iran

BY SIMON HENDERSON IN TEHRAN

DR. SHAPOUR BAKHTIAR, a relatively unknown lawyer, was given the formidable task yesterday of forming a civilian government to guide Iran out of political chaos.

country at the time, was held up prominently behind Dr. Bakhtiar as he spoke. Observers here firmly believe Dr. Bakhtiar still has a long way to go before taking over power as he has yet to win open support from the anti-Shah Moslem clergy as well as sections of the senior generals who are believed to prefer that the Shah stays at any cost.



GENERAL ORTIN

Terrorists gun down military governor

By Robert Graham in Madrid

TWO UNIDENTIFIED gunmen yesterday assassinated Major-General Constantino Ortin Gil, the military governor of Madrid, outside his home in the centre of the city.

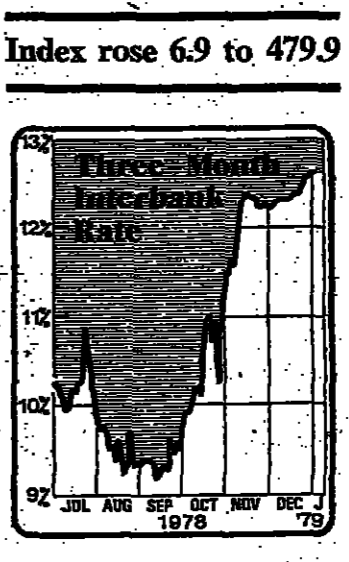
It was the second terrorist attack on a military officer this year and a further indication of the increasing wave of politically-motivated violence in Spain.

The assassination of such a high-ranking army officer augurs ill for a peaceful general election campaign. A week ago, Sr. Adolfo Suarez, the Prime Minister, announced that general elections would be held on March 1 and already the political parties have begun mapping campaign strategies.

On Tuesday, Major Jose Maria Herrera, adjutant to the military governor of Guipuzcoa province in the Basque country, was shot dead in San Sebastian an act for which the militant Basque separatist ETA, also claimed the responsibility yesterday.

THE LEX COLUMN Identikit offer from Norcros

Index rose 6.9 to 479.9



Last May Johnson-Richards Tiles accepted terms worth around 137p from Hepworth Ceramic, only for the offer to lapse when the merger was referred to the Monopolies Commission.

There was perhaps some surprise that the dollar had not come under heavier pressure on Tuesday, the first dealing day of the year, and only a gentle nudge from the central banks was needed, in the absence of any more bad news from Iran, to encourage strong dollar buying.

The group's efforts to put its house back in order were given a substantial help by the sharp upturn in the scrap market in the second half of the year, when British Steel began buying again on a market that was already starting to firm as the UK scrap surplus was being siphoned off into export markets.

Ward may be back on the right road, but the going from now on is likely to prove rather slower. The scrap market is a little weaker now than at the end of the summer, stock profits will not be repeated, the Ford strike will probably cost the motor vehicle side around £0.2m and the growth outlook for the construction side is uncertain.

Wilson Walton Engineering's main claim to fame is that it was the first company to test the new issue market in 1976 after a two and a half year lull. Brought to the market by Energy, Finance and General Trust, Wilson Walton's glamorous North Sea pedigree looked impressive with pre-tax profits jumping from £10,000 to over £700,000 in just five years.

THOS. W. WARD'S nationalisation programme—largely a series of disposals—has taken the strain of the group's balance sheet. Net debt has fallen to 48 per cent of shareholders' funds, against 77 per cent in September 1977, and the interest charge was £1m lower at £2.98m in 1977-78.

Volume on the foreign exchanges rose yesterday after the thin days of the holiday period but the markets remained as volatile as ever. It was the dollar's turn to stage a substantial recovery as very high Eurodollar rates at the European opening (a hangover from the tight US market conditions of the previous day) made it most unattractive to be short of dollars.

The problem seems to have been that Wilson Walton kept on working on North Sea contracts that rapidly escalated in price from £3m to nearly £9m. Unfortunately they were towed out to sea by customers like Mobil before Wilson could agree on a price for the extra work. Last year's accounts were qualified and even now Wilson cannot tell shareholders how much money it has lost.

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Weather

UK TODAY IT WILL stay cold with snow in most areas. There will also be some sunny periods, mainly in the north.

Table with columns: City, Yday, Midday, Yday, Midday. Lists cities like Amsterdam, Athens, Bahrain, etc.

Table with columns: City, Yday, Midday, Yday, Midday. Lists holiday resorts like Ajaccio, Algiers, Athens, etc.

Senior Financial Executives of outstanding ability. Currently Earning £15,000-£30,000. Odgers and Co. are Management Consultants specialising in executive recruitment.

Cambodia prepares to defend capital

By Richard Nations in Bangkok

VIETNAMESE TROOPS pushing far into Cambodia have gained effective control over most of the east bank of the Mekong River and plan to cut off Phnom Penh, the Cambodian capital from Kampong Som, the country's only seaport, according to reliable intelligence reports.

In the new war unfolding in Indochina, Vietnam has captured nearly a quarter of Cambodia's territory and Cambodian leaders appear to be preparing measures to defend the capital.



forces, said yesterday that they had besieged the Mekong city of Kompong Cham and were within 40 miles of the capital.

Hanoi and Phnom Penh, allies in the Indochina war against the French and Americans, have fallen out over the past three years. Cambodia is firmly allied with Peking, Hanoi with Moscow.

The vital question is what China is prepared to do to support its Cambodian allies. Since Christmas, the propaganda war between Peking and Hanoi has intensified, but intelligence reports so far detect no significant military mobilisation by China.

Mr. Ieng Sary, Cambodia's Deputy Premier, has allegedly a message to Dr. Kurt Waldheim, UN Secretary-General, that Soviet pilots have joined in the Vietnamese attacks this week.

Reserves show rise of \$25m

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

BRITAIN'S official reserves increased last month by the largest underlying inflow of foreign currency since July as the authorities tried to keep sterling from rising too far.

Official reserves, announced yesterday by the Treasury, stood at altogether \$15,899m at the end of December, an increase of \$25m during the month.

That, however, masked a substantial net repayment of official debts, so the underlying inflow was \$341m compared with an outflow of \$182m in November.

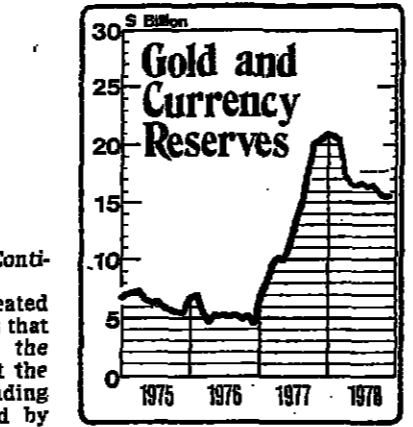
The inflow probably came during the second half of last month in response to the renewed weakness of the dollar and the relative strength of sterling for a period against some of the stronger Continental currencies.

The Government has repeated during the past two months that its policy is to maintain the stability of sterling against the currencies of its main trading partners, usually measured by the Bank of England trade-weighted index.

Nevertheless the demand for sterling last month resulted in a rise in that index of 2.1 per cent and a 5.4 per cent appreciation against the dollar.

The U.S. currency recovered yesterday after strong central bank support after the rise in U.S. interest rates. The dollar rose by 11 per cent against the Deutsche mark.

Mr. Carter, probably on Sunday, when the summit has finished, to discuss the worsening situation in Rhodesia and prospects for reviving an Anglo-American initiative after the fact-finding visit by Mr. Cledwyn Hughes, Labour MP for Anglesey.



Gold and Currency Reserves

day's low of \$2,007. The trade-weighted index dropped by 0.2 to 63.7.

The underlying inflows produced last month by holding the pound stable have not yet been sufficient to raise worries about their impact on the growth of the money supply, as happened in autumn, 1977. It is not clear how far the authorities will let the exchange rate rise should larger inflows develop.

ance by the committee that the licensing system worked well. The Road Haulage Association supported the recommendations aimed at discouraging unauthorised hauliers, it also had serious misgivings about the Foster recommendation that officials should be brought into licensing areas to prosecute drivers.

The committee's main measures to tighten standards among Britain's 124,000 road haulage operators include: ● An extension of roadside checks to nights and weekends.

Mr. William Rodgers, Transport Secretary, introducing the report, said there would be no legislation in this session of Parliament. Legislation was possible in the next session and at least half of the recommendations would need new Acts of Parliament.

The recommendations are likely to become a cornerstone of the Transport Department's future reviews of the heavy lorry. Mr. Rodgers said he was anxious to build upon the 91 ideas.

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Plessey division may go to U.S.

By John Lloyd

TALKS ARE being held by General Instruments, the U.S. electronics company, with Plessey about the possible acquisition of the UK company's semiconductor division, although a three-month-old offer by the General Electric Company (GEC) to buy the division still formally lies on the table.

Mr. Lorne Weil, General Instruments' vice president in charge of corporate development, said last night: "We are moving into a more serious phase of negotiations."

Dr. Eck, the company's senior vice-president in charge of its microelectronic division, is to visit Plessey's semiconductor operations based on plants at Swindon, Plymouth and Trowbridge, Northamptonshire.

Guadeloupe talks start today

BY RICHARD EVANS, LOBBY EDITOR

MR. JAMES CALLAGHAN will join President Jimmy Carter of the U.S., Chancellor Helmut Schmidt of West Germany, and President Giscard d'Estaing of France, on the French Caribbean island of Guadeloupe today for informal talks on world political and security problems.

of oil supplies from Iran will be discussed in some detail. Concentration on security issues, particularly the SALT talks, will give European leaders a relatively rare opportunity to influence the content of future talks between the U.S. and USSR on arms limitation after agreement on SALT 2.